

Clarksburg-Weston WV

Appendix N

REDACTED -- FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels

5

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	111,734	112,851	113,980	115,120	116,271
[25]	Beginning Customers	████	████	████	████	████
[26]	Gross Adds	████	████	████	████	████
[27]	Disconnects	████	████	████	████	████
[28]	Ending Customers	████	████	████	████	████
[29]	Average Customers (2 pt avg)	████	████	████	████	████
[30]	Ending Penetration	████	████	████	████	████
[31]	Disconnect Rate	████	████	████	████	████
[32]	Average Gross Adds per Month	████	████	████	████	████
[33]	Gross Add Rate	████	████	████	████	████

LIL Customers

LIL Lift (upgrades) from No LIL

[34]	Total Customers + Lift	████	████	████	████	████
[35]	LIL Beginning Customers	.	████	████	████	████
[36]	LIL Gross Adds	████	████	.	.	.
[37]	LIL Disconnects	████	████	████	████	████
[38]	Ending Customers	████	████	████	████	████
[39]	Average Customers (2 pt avg)	████	████	████	████	████
[40]	LIL Penetration	████	████	████	████	████
[41]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers No LIL

[42]	Total Customers + Lift	████	████	████	████	████
[43]	LIL Beginning Customers	.	████	████	████	████
[44]	LIL Gross Adds	████	████	████	████	████
[45]	LIL Disconnects	████	████	████	████	████
[46]	Ending Customers	████	████	████	████	████
[47]	Average Customers (2 pt avg)	████	████	████	████	████
[48]	LIL Penetration	████	████	████	████	████
[49]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers Lift from No LIL

[50]	Total Customers + Lift	████	████	████	████	████
[51]	LIL Beginning Customers	.	████	████	████	████
[52]	LIL Gross Adds	████	████	████	████	████
[53]	LIL Disconnects	████	████	████	████	████
[54]	Ending Customers	████	████	████	████	████
[55]	Average Customers (2 pt avg)	████	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	████	████	████	████

Total LIL Customers

[58]	Total Customers + Lift	████	████	████	████	████
[59]	LIL Beginning Customers	.	████	████	████	████
[60]	LIL Gross Adds	████	████	████	████	████
[61]	LIL Disconnects	████	████	████	████	████
[62]	Ending Customers	████	████	████	████	████
[63]	Average Customers (2 pt avg)	████	████	████	████	████
[64]	LIL Penetration	████	████	████	████	████
[65]	Disconnect Rate	████	████	████	████	████

Clarksburg-Weston WV

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 5

Profit & Loss (\$k) - With LIL

Revenue:

[66] Package Revenue

LIL Revenue:

[67] Existing Cutomers Upgrade

[68] Baseline Gross Adds Sell-in

[69] Additional to Baseline Gross Adds

[70] Total LIL Revenue

[71] Total Revenue

Expenses:

[72] Programming Costs

[73] Bad Debt

[74] Customer related

[75] Total Direct costs

[76] Total Direct Margin

[77] Total Direct Margin %

SAC Costs with LIL:

[78] Standard SAC From No LIL scenario

[79] Incremental SAC with LIL

[80] Total SAC Costs

[81] Backhaul Expenses

[82] Box replacement costs

[83] Total Expenses:

[84] Cash Based OPBDA

[85] Cash Based OPBDA %

	Year 2	Year 3	Year 4	Year 5	Year 6
[66] Package Revenue					
[67] Existing Cutomers Upgrade					
[68] Baseline Gross Adds Sell-in					
[69] Additional to Baseline Gross Adds					
[70] Total LIL Revenue					
[71] Total Revenue					
[72] Programming Costs					
[73] Bad Debt					
[74] Customer related					
[75] Total Direct costs					
[76] Total Direct Margin					
[77] Total Direct Margin %					
[78] Standard SAC From No LIL scenario					
[79] Incremental SAC with LIL					
[80] Total SAC Costs					
[81] Backhaul Expenses					
[82] Box replacement costs					
[83] Total Expenses:					
[84] Cash Based OPBDA					
[85] Cash Based OPBDA %					

Clarksburg-Weston WV

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
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[86] Market level capital expenditures-outflow

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NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

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[88] Cash Flows-No LIL

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[89] Incr/(Decr) from No LIL

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[90] NPV without Terminal Value

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[91] IRR

[92] Terminal Value

[93] Cash Flows with Terminal Value

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[94] NPV with Terminal Value

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[95] IRR

EchoStar does not and will not provide local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	103,463	104,498	105,543	106,598	107,664
[2] Beginning Customers	████████	████████	████████	████████	████████
[3] Gross Adds	████████	████████	████████	████████	████████
[4] Disconnects	████████	████████	████████	████████	████████
[5] Ending Customers	████████	████████	████████	████████	████████
[6] Average Customers (2 pt avg)	████████	████████	████████	████████	████████
[7] Ending DIRECTV Market Share	████████	████████	████████	████████	████████
[8] Disconnect Rate	████████	████████	████████	████████	████████
[9] Average Gross Adds per Month	████████	████████	████████	████████	████████
[10] Gross Add Rate	████████	████████	████████	████████	████████
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████████	████████	████████	████████	████████
[12] LIL Revenue	████████	████████	████████	████████	████████
[13] Total Revenue	████████	████████	████████	████████	████████
Expenses:					
[14] Programming Costs	████████	████████	████████	████████	████████
[15] Bad Debt	████████	████████	████████	████████	████████
[16] Customer related	████████	████████	████████	████████	████████
[17] Total Direct costs	████████	████████	████████	████████	████████
[18] Total Direct Margin	████████	████████	████████	████████	████████
[19] Total Direct Margin %	████████	████████	████████	████████	████████
[20] SAC Costs - No LIL	████████	████████	████████	████████	████████
[21] Total Expenses:	████████	████████	████████	████████	████████
[22] Cash Based OPBDA	████████	████████	████████	████████	████████
[23] Cash Based OPBDA %	████████	████████	████████	████████	████████

Yuma AZ

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	103,463	104,498	105,543	106,598	107,664
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	████	████	████	████	████
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	████	████	████	████	████
[32] Average Gross Adds per Month	████	████	████	████	████
[33] Gross Add Rate	████	████	████	████	████
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	.	████	████	████	████
[36] LIL Gross Adds	████	████	.	.	.
[37] LIL Disconnects	████	████	████	████	████
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	████	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	.	████	████	████	████
[44] LIL Gross Adds	████	████	████	████	████
[45] LIL Disconnects	████	████	████	████	████
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	████	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	.	████	████	████	████
[52] LIL Gross Adds	████	████	████	████	████
[53] LIL Disconnects	████	████	████	████	████
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	████	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	████	████	████	████	████
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	.	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	████	████	████	████	████
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	████	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	████	████	████	████	████

Yuma AZ

Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 8

		Year 2	Year 3	Year 4	Year 5	Year 6
Profit & Loss (\$k) - With LIL						
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Yuma AZ

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 8

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

EchoStar provides local-into-local

Number of LIL Channels 9

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	109,404	110,498	111,603	112,719	113,846
[2] Beginning Customers	—	—	—	—	—
[3] Gross Adds	—	—	—	—	—
[4] Disconnects	—	—	—	—	—
[5] Ending Customers	—	—	—	—	—
[6] Average Customers (2 pt avg)	—	—	—	—	—
[7] Ending DIRECTV Market Share	—	—	—	—	—
[8] Disconnect Rate	—	—	—	—	—
[9] Average Gross Adds per Month	—	—	—	—	—
[10] Gross Add Rate	—	—	—	—	—
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	—	—	—	—	—
[12] LIL Revenue	—	—	—	—	—
[13] Total Revenue	—	—	—	—	—
Expenses:					
[14] Programming Costs	—	—	—	—	—
[15] Bad Debt	—	—	—	—	—
[16] Customer related	—	—	—	—	—
[17] Total Direct costs	—	—	—	—	—
[18] Total Direct Margin	—	—	—	—	—
[19] Total Direct Margin %	—	—	—	—	—
[20] SAC Costs - No LIL	—	—	—	—	—
[21] Total Expenses:	—	—	—	—	—
[22] Cash Based OPBDA	—	—	—	—	—
[23] Cash Based OPBDA %	—	—	—	—	—

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	109,404	110,498	111,603	112,719	113,846
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	████	████	████	████	████
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	████	████	████	████	████
[32] Average Gross Adds per Month	████	████	████	████	████
[33] Gross Add Rate	████	████	████	████	████
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	.	████	████	████	████
[36] LIL Gross Adds	████	████	.	.	.
[37] LIL Disconnects	████	████	████	████	████
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	████	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	.	████	████	████	████
[44] LIL Gross Adds	████	████	████	████	████
[45] LIL Disconnects	████	████	████	████	████
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	████	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	.	████	████	████	████
[52] LIL Gross Adds	████	████	████	████	████
[53] LIL Disconnects	████	████	████	████	████
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	████	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	████	████	████	████	████
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	.	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	████	████	████	████	████
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	████	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	████	████	████	████	████

Missoula MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66] Package Revenue						
LIL Revenue:						
[67] Existing Cutomers Upgrade						
[68] Baseline Gross Adds Sell-in						
[69] Additional to Baseline Gross Adds						
[70] Total LIL Revenue						
[71] Total Revenue						
Expenses:						
[72] Programming Costs						
[73] Bad Debt						
[74] Customer related						
[75] Total Direct costs						
[76] Total Direct Margin						
[77] Total Direct Margin %						
SAC Costs with LIL:						
[78] Standard SAC From No LIL scenario						
[79] Incremental SAC with LIL						
[80] Total SAC Costs						
[81] Backhaul Expenses						
[82] Box replacement costs						0
[83] Total Expenses:						
[84] Cash Based OPBDA						
[85] Cash Based OPBDA %						

Missoula MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 9

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	109,114	110,205	111,307	112,420	113,544
[2] Beginning Customers	████	████	████	████	████
[3] Gross Adds	████	████	████	████	████
[4] Disconnects	████	████	████	████	████
[5] Ending Customers	████	████	████	████	████
[6] Average Customers (2 pt avg)	████	████	████	████	████
[7] Ending DIRECTV Market Share	████	████	████	████	████
[8] Disconnect Rate	████	████	████	████	████
[9] Average Gross Adds per Month	████	████	████	████	████
[10] Gross Add Rate	████	████	████	████	████
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████	████	████	████	████
[12] LIL Revenue	█	█	█	█	█
[13] Total Revenue	████	████	████	████	████
Expenses:					
[14] Programming Costs	████	████	████	████	████
[15] Bad Debt	████	████	████	████	████
[16] Customer related	████	████	████	████	████
[17] Total Direct costs	████	████	████	████	████
[18] Total Direct Margin	████	████	████	████	████
[19] Total Direct Margin %	████	████	████	████	████
[20] SAC Costs - No LIL	████	████	████	████	████
[21] Total Expenses:	████	████	████	████	████
[22] Cash Based OPBDA	████	████	████	████	████
[23] Cash Based OPBDA %	████	████	████	████	████

REDACTED – FOR PUBLIC INSPECTION

Number of LIL Channels

Utica NY

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66] Package Revenue						
LIL Revenue:						
[67] Existing Cutomers Upgrade						
[68] Baseline Gross Adds Sell-in						
[69] Additional to Baseline Gross Adds						
[70] Total LIL Revenue						
[71] Total Revenue						
Expenses:						
[72] Programming Costs						
[73] Bad Debt						
[74] Customer related						
[75] Total Direct costs						
[76] Total Direct Margin						
[77] Total Direct Margin %						
SAC Costs with LIL:						
[78] Standard SAC From No LIL scenario						
[79] Incremental SAC with LIL						
[80] Total SAC Costs						
[81] Backhaul Expenses						
[82] Box replacement costs						
[83] Total Expenses:						
[84] Cash Based OPBDA						
[85] Cash Based OPBDA %						

Utica NY

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
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[86] Market level capital expenditures-outflow

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NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

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[88] Cash Flows-No LIL

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[89] Incr/(Decr) from No LIL

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[90] NPV without Terminal Value

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[91] IRR

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[92] Terminal Value

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[93] Cash Flows with Terminal Value

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[94] NPV with Terminal Value

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[95] IRR

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Billings MT

Appendix N

REDACTED – FOR PUBLIC INSPECTION

EchoStar provides local-into-local

Number of LIL Channels 6

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Does Not Provide Satellite Local-Into-Local Service

Customer Profile

[1]	TV HH	105,464	106,519	107,584	108,660	109,746
[2]	Beginning Customers	_____	_____	_____	_____	_____
[3]	Gross Adds	_____	_____	_____	_____	_____
[4]	Disconnects	_____	_____	_____	_____	_____
[5]	Ending Customers	_____	_____	_____	_____	_____
[6]	Average Customers (2 pt avg)	_____	_____	_____	_____	_____
[7]	Ending DIRECTV Market Share	_____	_____	_____	_____	_____
[8]	Disconnect Rate	_____	_____	_____	_____	_____
[9]	Average Gross Adds per Month	_____	_____	_____	_____	_____
[10]	Gross Add Rate	_____	_____	_____	_____	_____

Profit & Loss (\$k) - No LIL

Revenue:

[11]	Base Package Revenue	_____	_____	_____	_____	_____
[12]	LIL Revenue	_____	_____	_____	_____	_____
[13]	Total Revenue	_____	_____	_____	_____	_____

Expenses:

[14]	Programming Costs	_____	_____	_____	_____	_____
[15]	Bad Debt	_____	_____	_____	_____	_____
[16]	Customer related	_____	_____	_____	_____	_____
[17]	Total Direct costs	_____	_____	_____	_____	_____
[18]	Total Direct Margin	_____	_____	_____	_____	_____
[19]	Total Direct Margin %	_____	_____	_____	_____	_____
[20]	SAC Costs - No LIL	_____	_____	_____	_____	_____
[21]	Total Expenses:	_____	_____	_____	_____	_____

[22]	Cash Based OPBDA	_____	_____	_____	_____	_____
[23]	Cash Based OPBDA %	_____	_____	_____	_____	_____

Billings MT

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels

6

Year 2	Year 3	Year 4	Year 5	Year 6
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DIRECTV Provides Satellite Local-Into-Local Service

Customer Profile

[24]	TV HH	105,464	106,519	107,584	108,660	109,746
[25]	Beginning Customers	████	████	████	████	████
[26]	Gross Adds	████	████	████	████	████
[27]	Disconnects	████	████	████	████	████
[28]	Ending Customers	████	████	████	████	████
[29]	Average Customers (2 pt avg)	████	████	████	████	████
[30]	Ending Penetration	████	████	████	████	████
[31]	Disconnect Rate	████	████	████	████	████
[32]	Average Gross Adds per Month	████	████	████	████	████
[33]	Gross Add Rate	████	████	████	████	████

LIL Customers

LIL Lift (upgrades) from No LIL

[34]	Total Customers + Lift	████	████	████	████	████
[35]	LIL Beginning Customers	.	████	████	████	████
[36]	LIL Gross Adds	████	████	.	.	.
[37]	LIL Disconnects	████	████	████	████	████
[38]	Ending Customers	████	████	████	████	████
[39]	Average Customers (2 pt avg)	████	████	████	████	████
[40]	LIL Penetration	████	████	████	████	████
[41]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers No LIL

[42]	Total Customers + Lift	████	████	████	████	████
[43]	LIL Beginning Customers	.	████	████	████	████
[44]	LIL Gross Adds	████	████	████	████	████
[45]	LIL Disconnects	████	████	████	████	████
[46]	Ending Customers	████	████	████	████	████
[47]	Average Customers (2 pt avg)	████	████	████	████	████
[48]	LIL Penetration	████	████	████	████	████
[49]	Disconnect Rate	████	████	████	████	████

LIL Sell-in New Customers Lift from No LIL

[50]	Total Customers + Lift	████	████	████	████	████
[51]	LIL Beginning Customers	.	████	████	████	████
[52]	LIL Gross Adds	████	████	████	████	████
[53]	LIL Disconnects	████	████	████	████	████
[54]	Ending Customers	████	████	████	████	████
[55]	Average Customers (2 pt avg)	████	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	████	████	████	████

Total LIL Customers

[58]	Total Customers + Lift	████	████	████	████	████
[59]	LIL Beginning Customers	.	████	████	████	████
[60]	LIL Gross Adds	████	████	████	████	████
[61]	LIL Disconnects	████	████	████	████	████
[62]	Ending Customers	████	████	████	████	████
[63]	Average Customers (2 pt avg)	████	████	████	████	████
[64]	LIL Penetration	████	████	████	████	████
[65]	Disconnect Rate	████	████	████	████	████

Billings MT

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 6

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Billings MT

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

EchoStar provides local-into-local

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	104,441	105,485	106,540	107,606	108,682
[2] Beginning Customers	████	████	████	████	████
[3] Gross Adds	████	████	████	████	████
[4] Disconnects	████	████	████	████	████
[5] Ending Customers	████	████	████	████	████
[6] Average Customers (2 pt avg)	████	████	████	████	████
[7] Ending DIRECTV Market Share	████	████	████	████	████
[8] Disconnect Rate	████	████	████	████	████
[9] Average Gross Adds per Month	████	████	████	████	████
[10] Gross Add Rate	████	████	████	████	████
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue	████	████	████	████	████
[12] LIL Revenue	█	█	█	█	█
[13] Total Revenue	████	████	████	████	████
Expenses:					
[14] Programming Costs	████	████	████	████	████
[15] Bad Debt	████	████	████	████	████
[16] Customer related	████	████	████	████	████
[17] Total Direct costs	████	████	████	████	████
[18] Total Direct Margin	████	████	████	████	████
[19] Total Direct Margin %	████	████	████	████	████
[20] SAC Costs - No LIL	████	████	████	████	████
[21] Total Expenses:	████	████	████	████	████
[22] Cash Based OPBDA	████	████	████	████	████
[23] Cash Based OPBDA %	████	████	████	████	████

EchoStar provides local-into-local

Number of LIL Channels

6

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Provides Satellite Local-Into-Local Service					
Customer Profile					
[24] TV HH	104,441	105,485	106,540	107,606	108,682
[25] Beginning Customers	████	████	████	████	████
[26] Gross Adds	████	████	████	████	████
[27] Disconnects	████	████	████	████	████
[28] Ending Customers	████	████	████	████	████
[29] Average Customers (2 pt avg)	████	████	████	████	████
[30] Ending Penetration	████	████	████	████	████
[31] Disconnect Rate	████	████	████	████	████
[32] Average Gross Adds per Month	████	████	████	████	████
[33] Gross Add Rate	████	████	████	████	████
LIL Customers					
LIL Lift (upgrades) from No LIL					
[34] Total Customers + Lift	████	████	████	████	████
[35] LIL Beginning Customers	.	████	████	████	████
[36] LIL Gross Adds	████	████	.	.	.
[37] LIL Disconnects	████	████	████	████	████
[38] Ending Customers	████	████	████	████	████
[39] Average Customers (2 pt avg)	████	████	████	████	████
[40] LIL Penetration	████	████	████	████	████
[41] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers No LIL					
[42] Total Customers + Lift	████	████	████	████	████
[43] LIL Beginning Customers	.	████	████	████	████
[44] LIL Gross Adds	████	████	████	████	████
[45] LIL Disconnects	████	████	████	████	████
[46] Ending Customers	████	████	████	████	████
[47] Average Customers (2 pt avg)	████	████	████	████	████
[48] LIL Penetration	████	████	████	████	████
[49] Disconnect Rate	████	████	████	████	████
LIL Sell-in New Customers Lift from No LIL					
[50] Total Customers + Lift	████	████	████	████	████
[51] LIL Beginning Customers	.	████	████	████	████
[52] LIL Gross Adds	████	████	████	████	████
[53] LIL Disconnects	████	████	████	████	████
[54] Ending Customers	████	████	████	████	████
[55] Average Customers (2 pt avg)	████	████	████	████	████
[56] LIL Penetration	████	████	████	████	████
[57] Disconnect Rate	████	████	████	████	████
Total LIL Customers					
[58] Total Customers + Lift	████	████	████	████	████
[59] LIL Beginning Customers	.	████	████	████	████
[60] LIL Gross Adds	████	████	████	████	████
[61] LIL Disconnects	████	████	████	████	████
[62] Ending Customers	████	████	████	████	████
[63] Average Customers (2 pt avg)	████	████	████	████	████
[64] LIL Penetration	████	████	████	████	████
[65] Disconnect Rate	████	████	████	████	████

Quincy IL-Hannibal MO-Keokuk IA

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 6

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Quincy IL-Hannibal MO-Keokuk IA

Appendix N

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EchoStar provides local-into-local

Number of LIL Channels 6

	Year 2	Year 3	Year 4	Year 5	Year 6
[86] Market level capital expenditures-outflow					
NPV-Based on var from No LIL to With LIL case					
[87] Cash Flows-With LIL					
[88] Cash Flows-No LIL					
[89] Incr/(Decr) from No LIL					
[90] NPV without Terminal Value					
[91] IRR					
Terminal Value					
[92] Terminal Value					
[93] Cash Flows with Terminal Value					
[94] NPV with Terminal Value					
[95] IRR					

EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

	Year 2	Year 3	Year 4	Year 5	Year 6
DIRECTV Does Not Provide Satellite Local-Into-Local Service					
Customer Profile					
[1] TV HH	97,743	98,720	99,708	100,705	101,712
[2] Beginning Customers					
[3] Gross Adds					
[4] Disconnects					
[5] Ending Customers					
[6] Average Customers (2 pt avg)					
[7] Ending DIRECTV Market Share					
[8] Disconnect Rate					
[9] Average Gross Adds per Month					
[10] Gross Add Rate					
Profit & Loss (\$k) - No LIL					
Revenue:					
[11] Base Package Revenue					
[12] LIL Revenue					
[13] Total Revenue					
Expenses:					
[14] Programming Costs					
[15] Bad Debt					
[16] Customer related					
[17] Total Direct costs					
[18] Total Direct Margin					
[19] Total Direct Margin %					
[20] SAC Costs - No LIL					
[21] Total Expenses:					
[22] Cash Based OPBDA					
[23] Cash Based OPBDA %					

REDACTED – FOR PUBLIC INSPECTION

Number of LIL Channels

	Year 2	Year 3	Year 4	Year 5	Year 6
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Customer Profile

[24]	TV HH	97,743	98,720	99,708	100,705	101,712
[25]	Beginning Customers	██████████	██████████	██████████	██████████	██████████
[26]	Gross Adds	██████████	██████████	██████████	██████████	██████████
[27]	Disconnects	██████████	██████████	██████████	██████████	██████████
[28]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[29]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[30]	Ending Penetration	██████████	██████████	██████████	██████████	██████████
[31]	Disconnect Rate	██████████	██████████	██████████	██████████	██████████
[32]	Average Gross Adds per Month	██████████	██████████	██████████	██████████	██████████
[33]	Gross Add Rate	██████████	██████████	██████████	██████████	██████████

LIL Lift (upgrades) from No LIL

[34]	Total Customers + Lift	1,000	1,000	1,000	1,000	1,000
[35]	LIL Beginning Customers	100	100	100	100	100
[36]	LIL Gross Adds	100	100	100	100	100
[37]	LIL Disconnects	100	100	100	100	100
[38]	Ending Customers	1,000	1,000	1,000	1,000	1,000
[39]	Average Customers (2 pt avg)	1,000	1,000	1,000	1,000	1,000
[40]	LIL Penetration	100	100	100	100	100
[41]	Disconnect Rate	100	100	100	100	100

[42]	Total Customers + Lift	██████████	██████████	██████████	██████████	██████████
[43]	LIL Beginning Customers	██████████	██████████	██████████	██████████	██████████
[44]	LIL Gross Adds	██████████	██████████	██████████	██████████	██████████
[45]	LIL Disconnects	██████████	██████████	██████████	██████████	██████████
[46]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[47]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[48]	LIL Penetration	██████████	██████████	██████████	██████████	██████████
[49]	Disconnect Rate	██████████	██████████	██████████	██████████	██████████

[50]	Total Customers + Lift	██████████	██████████	██████████	██████████	██████████
[51]	LIL Beginning Customers	■	██	███	███	███
[52]	LIL Gross Adds	██	███	███	███	███
[53]	LIL Disconnects	██	███	███	██	██
[54]	Ending Customers	██	███	███	███	███
[55]	Average Customers (2 pt avg)	███	████	████	████	████
[56]	LIL Penetration	████	████	████	████	████
[57]	Disconnect Rate	████	███	███	███	███

[58]	Total Customers + Lift	██████████	██████████	██████████	██████████	██████████
[59]	LIL Beginning Customers	███	██████	██████	██████	██████
[60]	LIL Gross Adds	██████	██████	██████	██████	██████
[61]	LIL Disconnects	██████	██████	██████	██████	██████
[62]	Ending Customers	██████████	██████████	██████████	██████████	██████████
[63]	Average Customers (2 pt avg)	██████████	██████████	██████████	██████████	██████████
[64]	LIL Penetration	██████████	██████████	██████████	██████████	██████████
[65]	Disconnect Rate	██████	██████	██████	██████	██████

Elmira NY

Appendix N

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EchoStar does not and will not provide local-into-local

Number of LIL Channels 5

Profit & Loss (\$k) - With LIL		Year 2	Year 3	Year 4	Year 5	Year 6
Revenue:						
[66]	Package Revenue					
LIL Revenue:						
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
Expenses:						
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
SAC Costs with LIL:						
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses					
[82]	Box replacement costs					
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					